

File 347: JAPIO Oct 1976-1999/Oct (UPDATED 000208)  
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 File 348: European Patents 1978-2000/Apr W02  
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S3	1264	S2 (5N) (GROUP? OR VOLUM? OR POOL? OR AGGREGAT? OR CUMULATIV? OR QUANTITY OR COLLECTIVE? OR COMMUNAL?)
S4	0	S1(S) S3
S5	0	S1 AND S3
?		None to consider

patents

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Set	Items	Description
S1	394	(NATIONAL? OR NAT) () RETAIL? () (FED OR FEDERAT?) OR NRF
S2	209597	PRICE? ? OR PRICING
S3	5777	S2(5N) (GROUP? OR VOLUM? OR POOL? OR AGGREGAT? OR CUMULATIV? OR QUANTITY OR COLLECTIVE? OR COMMUNAL?)
S4	0	S1(S) S3
S5	0	S1 AND S3
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none to consider

(see next page)

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S1	1763	(NATIONAL? OR NAT) ( ) RETAIL? ( ) (FED OR FEDERAT?) OR NRF
S2	1728445	PRICE? ? OR PRICING
S3	26618	S2(5N) (GROUP? OR VOLUM? OR POOL? OR AGGREGAT? OR CUMULATIV? OR QUANTITY OR COLLECTIVE? OR COMMUNAL?)
S4	3	S1(S)S3
S5	3	RD S4 (unique items)

?t5/3,k/all

*considered all*

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CONSUMERS LIKE ITEM-PRICING, BUT IT'S A BIG HEADACHE FOR RETAILERS  
Detroit Free Press (FP) - Sunday, August 24, 1997

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S3	42339	S2(5N) (GROUP? OR VOLUM? OR POOL? OR AGGREGAT? OR CUMULATIV? OR QUANTITY OR COLLECTIVE? OR COMMUNAL?)
S4	0	S1(S)S3

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Results (by Rank) for: National Retail Federation and their group buying service.

Members aggregate their purchases to take advantage of volume pricing. Prices 50 documents returned decrease as more purchases are made.

1. **Definition of Lump-sum Bulk Buying Made Clearer** ☐  
80% *COMLINE - Biotechnology & Pharmaceuticals* • 07/03/95 • 2 pages (320 words) • SUMMARY  
Tadaharu Goto, director of the Economics Affairs Division of the Pharmaceutical Affairs Bureau of
2. **Estimation of purchase price and sale price of surplus electricity under the diffusion of photovoltaic systems** ☐  
77% Kemmoku, Y. ; Akata, N. ; Nakagawa, S. ; Kawamoto, T. ; Sakakibara, T. • *Transactions of the Institute of Electrical Engineers of Japan, Part B* • 05/01/99 • 2 pages (280 words) • SUMMARY  
The surplus electricity generated in the residential photovoltaic (PV) system is sold by a customer and purchased by a utility.
3. **Rational shopping behavior and the option value of variable pricing** ☐  
76% Teck-Hua Ho ; Tang, C.S. ; Bell, D.R. • *Management Science* • 12/01/98 • 2 pages (280 words) • SUMMARY  
When a product's price fluctuates, how often should rational, cost-minimizing shoppers visit the store, and how much should they buy each time?
4. **Internet buying services targeted.** ☐  
74% Harris, Donna Lawrence • *Automotive News* • 08/12/96 • 4 pages (1100 words) • SUMMARY  
State and federal regulators have begun patrolling the Information Highway, and automotive firms are getting citations.
5. **Group PURCHASING : Consortia members spend \$51 million in first groupbuy; GPO adding two more.** ☐  
72% *Hospital Materials Management* • 10/01/99 • 8 pages (2200 words) • SUMMARY  
Members of Consorta Inc., Rolling Meadows, Ill., spent \$51 million under the group purchasing organization's first capital equipment group buy.
6. **Stepping out for a 'byte' (high tech supplies)** ☐  
72% Nofel, P.J. • *Modern Office Technology* • 03/01/84 • 2 pages (230 words) • SUMMARY  
Buying supplies from retail dealers is the latest trend altering office purchasing patterns.
7. **Team approach to buying improves process efficiency [John Hancock Mutual Life Insurance Co]** ☐  
72% Avery, S. • *Purchasing* • 04/22/99 • 2 pages (160 words) • SUMMARY  
It takes true teamwork to efficiently centralize a purchasing operation. That's exactly the
8. **Industry News: Foreign Cosmetics Prices Begin to Undercut Domestic Brands** ☐  
71% *COMLINE - Consumer News* • 12/16/96 • 3 pages (740 words) • SUMMARY  
Foreign based cosmetic manufacturers are continuing to reduce prices in the face of increasing bargain sales of imported cosmetic products.
9. **An initial and repeat purchase legit model for multi-generation technological product markets** ☐  
70% Namwoon Kim ; Srivastava, R.K. ; Han, J.K. • *Proceedings of the 32nd Annual Hawaii International Conference on Systems Sciences. 1999. HICSS-32. Abstracts and CD-ROM of Full Papers* • 01/01/99 • 2 pages (260 words) • SUMMARY  
Most new product adoption models have focused on single-generation products. Only recently have
10. **Internet buying left up to the pioneers, for now.** ☐  
70% *Hospital Materials Management* • 10/01/99 • 11 pages (3100 words) • SUMMARY  
The nation's hospitals, as a group, are poised on the brink of a new era in purchasing, one that will take them into the electronic age.
11. **Mitsubishi Chemical to Reduce Naphtha Purchasing** ☐  
70% *COMLINE - Chemicals & Materials* • 12/25/96 • 2 pages (180 words) • SUMMARY  
Mitsubishi Chemical (4010) will decrease its purchasing of naphtha, a raw material used in petrochemical products, by ten percent, and will decrease by the same amount production of such products, including ethylene.

**Kuwait Petroleum (GB) Ltd. Strategic logistic planning system** ☐Clark, M. • *Practical Applications of Prolog. International Conference* • 01/01/92 • 2 pages (290 words) •**SUMMARY**

The logistics process in the oil industry which includes extraction and refining, involves several stages.

**PRICING MODELS FOR ELECTRONIC DATABASES ON THE INTERNET** ☐*Online Libraries & Microcomputers* • 03/01/98 • 7 pages (2000 words) • **SUMMARY**

Commercial electronic databases (e.g. indexing/abstracting services, electronic journals,

**Purchasers weigh quality, service in sourcing** ☐Gina Roos • *Electronic Buyers' News* • 08/24/98 • 7 pages (1650 words) • **SUMMARY**

With less demand and plenty of supply, switch manufacturers are faced with tough competition. The

**GPOS UNDER PRESSURE TO DELIVER: PURCHASING VOLUME CLIMBS, BUT** ☐**INTERNET FIRMS AND INDEPENDENTS ARE CHALLENGING THE LARGE GROUPS.**Hensley, Scott • *Modern Healthcare* • 09/20/99 • 8 pages (2300 words) • **SUMMARY**

Group purchasing organizations mustered the willpower this year to resist what had been an overpowering urge to merge.

**Theglobe.com Launches Group Buying Club to Help Users Save Money During Holiday Shopping.** ☐*PR Newswire* • 11/22/99 • 4 pages (740 words) • **SUMMARY**

NEW YORK, Nov. 22 /PRNewswire/ -- As millions of people gear up for their holiday shopping

**What you should know before buying a gear pump system** ☐Smith, Dan ; Darley, Dana ; Stallings, Tony • *PROC CONF ADV EXTRUSION TECHNOL* • 01/01/93 • 2 pages (160 words) • **SUMMARY**

The last element, and perhaps the most important to consider when purchasing a gear pump system is the support capability of the organization supplying the system.

**1998 HMM article index.** ☐*Hospital Materials Management* • 12/19/98 • 21 pages (6000 words) • **SUMMARY**

This index to Hospital Materials Management covers issues from January 1997 to December 1998. To

**Hosted buying communities get boost -- Siemens SAirGroup Plan To Offer Service;** ☐**Ariba Aims Network At Smaller Businesses.(Siemens Procurement and Logistics Services and Swissair subsidiary SAirGroup will jointly offer web procurement services for small an**Wilder, Clinton • *InformationWeek* • 10/04/99 • 4 pages (930 words) • **SUMMARY**

The latest trend in Web procurement is for large enterprises to aggregate and host online buying communities of small and midsize businesses.

**Incorporating price and replacement purchases in new product diffusion models for consumer durables** ☐Mesak, H.I. ; Berg, W.D. • *Decision Sciences* • 07/01/95 • 2 pages (220 words) • **SUMMARY**

The article presents theoretical and empirical research findings which incorporate price and replacement purchases in new product diffusion models.

**Why you must take care when prices are cut (computer purchase)** ☐Newman, F.; Foreman, M. • *Micro Decision* • 06/01/83 • 2 pages (180 words) • **SUMMARY**

There are three types of discount available to purchases of microcomputers and software. Cash

**Service providers confront chaos -- Competition forces carriers to rethink equipment purchasing** ☐Chris Roeckl • *Communications Week* • 10/28/96 • 5 pages (1200 words) • **SUMMARY**

Carriers-both start-ups and those already entrenched-are flattering each other by imitation, at least in the way they make their buying decisions.

**From personal computers to paper clips, contract buying can pay off** ☐Drozdowski, T.E. • *Purchasing* • 12/11/86 • 2 pages (160 words) • **SUMMARY**

The Gillette company's combined revenue in 1985 totalled \$2.4 billion. Each division within in

**A day-to-day buying policy for commodities-a study of purchasing maize** ☐Guimaraes, R.C. ; Kingsman, B.G. • *Journal of the Operational Research Society* • 01/01/90 • 2 pages (190 words) • **SUMMARY**

The majority of the imported raw materials used by European industry have to be purchased in commodity markets where prices fluctuate over time.

**GPOs: still viable, but their role is changing.** ☐

*Hospital Materials Management* • 09/01/98 • 6 pages (1800 words) • [SUMMARY](#)

By Joe Colonna The role of group purchasing organizations has been questioned with increasing frequency of late.

**The psychology of waste** ☐

Arkes, H.R. • *Journal of Behavioral Decision Making* • 09/01/96 • 2 pages (270 words) • [SUMMARY](#)

In order to avoid the appearance of wastefulness people may be motivated to make choices that compromise their own self-interest.

**Group PURCHASING : Consorta members spend \$51 million in first group buy; GPO adding two more.** ☐

*Hospital Materials Management* • 10/01/99 • 8 pages (2200 words) • [SUMMARY](#)

Members of Consorta Inc., Rolling Meadows, Ill., spent \$51 million under the group purchasing organization's first capital equipment group buy.

**Capital equipment buy should be part of strategic plan** ☐

*Hospital Materials Management* • 07/01/98 • 5 pages (1110 words) • [SUMMARY](#)

By Gene D. Burton Most people in hospital management understand the need for a strategic plan

**A composite heterogeneous model of brand choice and purchase timing behavior** ☐

Zufryden, F.S. • *Management Science* • 10/01/77 • 2 pages (240 words) • [SUMMARY](#)

A stochastic model of purchase behavior is developed to aid marketing managers analyze and predict consumer purchase behavior.

**Latest purchasing trends: centralization, bulk buying, electronic data interchange** ☐

Major, M.J. • *Bank Administration* • 11/01/89 • 2 pages (170 words) • [SUMMARY](#)

The drive toward increased efficiency is affecting not only what banks purchase, but also how they make those purchases.

**Co-ordinated industry purchasing-NSW initiatives** ☐

Davies, M. • *Distribution 2000. Doing it Right for the Future. Insulated Line and Cable Systems. International Conference and Workshop* • 01/01/91 • 2 pages (200 words) • [SUMMARY](#)

Conventional wisdom has it that the electricity distribution industry in New South Wales should be able to use its substantial collective buying power to achieve buying price advantage.

**A group technology classification and coding system. For value-added purchasing** ☐

Min, H. ; Shin, D. • *Production and Inventory Management Journal* • 01/01/94 • 2 pages (140 words) • [SUMMARY](#)

In this era of rapid technological advances and global competitiveness, purchased materials from various sources around the world have become more sophisticated and expensive.

**New-Look Economy -- The Growth Of The Internet And The Power It Gives To The Customer Will Change The Way Companies Conduct Business** ☐

*Information Week* • 05/04/98 • 11 pages (3600 words) • [SUMMARY](#)

They come from different types of businesses. Some represent companies getting their hands dirty

**Internet buying left up to the pioneers, for now.** ☐

DeJohn, Paula • *Hospital Materials Management* • 10/01/99 • 11 pages (3100 words) • [SUMMARY](#)

The nation's hospitals, as a group, are poised on the brink of a new era in purchasing, one that will take them into the electronic age.

**NATIONAL AGRICULTURAL STATISTICS SERVICE: Agricultural Prices.** ☐

*M2 Presswire* • 02/01/99 • 13 pages (3420 words) • [SUMMARY](#)

The All Farm Products Index of Prices Received in January was 98 based on 1990-92=100, down 1 point (1.0 percent) from December.

**Bazaar Advantages -- Electronic Marketplaces Offer Unique Benefits To Buyers And Sellers, And Could Transform Business-To-Business Commerce** ☐

Gregory Dalton • *Information Week* • 05/10/99 • 11 pages (2800 words) • [SUMMARY](#)

Though new in format, the concept is as old as commerce itself: Sellers gather in a central location to offer their wares, and buyers come for the convenience and the ability to compare prices.

**Bayer Considering Purchase Of Specialty Intermediates Here** ☐

*COMLINE - Chemicals & Materials* • 10/21/94 • 2 pages (350 words) • [SUMMARY](#)

Under a Bayer plan to promote purchase of intermediates for new drugs and farm chemicals throughout the world, a Japanese Bayer subsidiary has begun talks with a large Japanese intermediates maker on purchase of its pharmaceutical intermediates.



**Group hunts for weak links in members' supply chains.** ☐*Hospital Materials Management* • 06/01/99 • 23 pages (6100 words) • SUMMARY

The usual reason a hospital calls in supply chain management consultants is that materials management has been ordered to reduce supply costs.

**Internet-Based Group-Buying Network Accompany Inc. Outsources E-Business** ☐**Customer Service to 800 Support.***PR Newswire* • 10/26/99 • 3 pages (550 words) • SUMMARY

SAN FRANCISCO and PORTLAND, Ore., Oct. 26 /PRNewswire/ -- Accompany Inc., the first

**1998-1999 story index.** ☐*Hospital Materials Management* • 12/19/99 • 43 pages (14000 words) • SUMMARY

This index to Hospital Materials Management covers issues from January 1998 through December 1999.

**NATIONAL AGRICULTURAL STATISTICS SERVICE: AgAgricultural Prices.** ☐*M2 Presswire* • 11/01/99 • 9 pages (2400 words) • SUMMARY

The preliminary All Farm Products Index of Prices Received in October was 92 based on 1990-92=100, down 5 points (5.2 percent) from the September index.

**Purchase Connection members exceed planned spending levels under group buy** ☐*Hospital Materials Management* • 05/01/98 • 2 pages (150 words) • SUMMARY

Purchase Connection, Chatsworth, Calif., has more than doubled expected spending under its first group buy.

**Direct sales: The personal touch.** ☐*European Cosmetic Markets* • 09/01/99 • 22 pages (7000 words) • SUMMARY

Although direct sales have been around for a long time, indeed some say it is the oldest distribution system, industry observers continue to state that it is a growing channel.

**NATIONAL AGRICULTURAL STATISTICS SERVICE: Agricultural Prices** ☐*M2 Presswire* • 03/31/98 • 9 pages (2500 words) • SUMMARY

The All Farm Products Index of Prices Received in March was 103 based on 1990-92=100, up 2 points (2.0 percent) from February.

**Optimal pricing of non-utility generated electric power** ☐

Siddiqi, Shams N. ; Baughman, Martin L. • *IEEE TRANS POWER SYST* • 01/01/94 • 2 pages (210 words) • SUMMARY

The importance of an optimal pricing policy for pricing non-utility generated power is pointed out in this paper.

**Successful Power Purchasing Means Looking at the Fine Print.** ☐KLEIN, JACK • *Energy User News* • 01/01/99 • 8 pages (2600 words) • SUMMARY

BOSTON--Energy User News spoke with Richard Costello, president of Westwood Energy Group.

**Dynamic calibration of price-trend parameters for commodity futures trading** ☐

Cabral, J.A.S. ; Guimaraes, R.C. • *Journal of the Operational Research Society* • 08/01/94 • 2 pages (260 words) • SUMMARY

This paper addresses the problem of buying commodities through the future markets and deals specifically with a heuristic rule developed for the scenario described as 'purchasing under a deadline'.

**NATIONAL AGRICULTURAL STATISTICS SERVICE: Agricultural Prices.** ☐*M2 Presswire* • 06/30/99 • 9 pages (2300 words) • SUMMARY

The All Farm Products Index of Prices Received in June was 98 based on 1990-92=100, down 1 point (1.0 percent) from May.


**GPOs: big in healthcare, reaching beyond.(includes related article on Health Industry** ☐**Group Purchasing Association)(impact of general purchasing organizations on food service industry)(Cover Story)**Salkin, Stephanie • *ID: The Voice of Foodservice Distribution* • 02/01/99 • 10 pages (3100 words) • SUMMARY

General purchasing organizations (GPOs) have become a way of life for distributors seeking healthcare business.

**Get ready for electronic commerce** ☐Schutzer, D. • *ABA Banking Journal* • 06/01/95 • 2 pages (310 words) • SUMMARY

Electronic commerce is the ability to perform transactions involving the exchange of goods or services between two or more parties using electronic tools and techniques.

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S2	8643176	PRICE? ? OR PRICING
S3	280907	S2(5N) (GROUP? OR VOLUM? OR POOL? OR AGGREGAT? OR CUMULATIV? OR QUANTITY OR COLLECTIVE? OR COMMUNAL?)
S4	27	S1(S)S3

~~Consolidated with~~  
Next page

S5  
?t5/3,k/all

18 RD S4 (unique items)

All considered

5/3,K/1 (Item 1 from file: 9)  
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02333729

01762121 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**U.S. Study Shows Retail Scanning Is Better, But Still Not All Right**  
(New federal study finds 70% of mass merchants and 67% of department stores received passing grades for accurate electronic price scanning; mass merchants had lowest occurrence of overcharging)

Women's Wear Daily, v 176, n 115, p 12

December 17, 1998

DOCUMENT TYPE: Journal ISSN: 0149-5380 (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 519

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...demonstrates their sectors are committed to scanner accuracy.

Mallory Duncan, vice president and general counsel, **National Retail Federation**, said, "Given the sheer volume of price changes occurring in a typical retail store, we believe a 95 percent accuracy rate is...

5/3,K/2 (Item 2 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
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01962667 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**DART GROUP DEAL TO UNLOAD CROWN BOOKS CORP. FALLS APART**

(Dart Group Corp's plan to sell its 52% stake in Crown Books Corp for \$27.7 mil to Wallace's Bookstores failed)

Washington Times, p N/A

September 19, 1997

DOCUMENT TYPE: Regional Newspaper (United States)

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 602

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

By Eric Fisher Sep. 19--Whoever said the seller with the lowest prices wins forgot to tell Dart Group Corp. Dart, whose Crown Books Corp. unit built a niche for itself with rock-bottom...

...more obvious that weren't obvious before," said Rick Gallagher, a vice president at the **National Retail Federation**. "What Wallace's found is a company with operating difficulties." Crown lost \$4.2 million...

5/3,K/3 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/INFORM(R)  
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01859759 05-10751

**NRE lends customer focus to capital-market puzzle**  
Freeman, Tyson

National Real Estate Investor v41n8 PP: 38-39 Jul 1999

ISSN: 0027-9994 JRNL CODE: NRE

WORD COUNT: 1616

...TEXT: current market conditions."